

## **Sales/Clinical Representative – California**

### **Job Summary:**

Responsible for sales and clinical training/support efforts in the defined region. Develops new accounts and provides technical and clinical support 24/7 to current customers through case support, hands-on training, and presentations, working primarily in a hospital environment (Cath Lab, CVICU, OR, CTICU). Position will be based preferably in the Los Angeles or San Francisco area. Travel up to 80% is required. Must be able to travel and support clinical sites on short notice.

### **Primary Responsibilities:**

Achieve sales targets and sell both capital and disposable equipment.  
Target and recruit new users.

Provides medical device and patient management support and instructions to clinical sites through hands-on training programs, clinical lectures, and on-site clinical case support.

Rotates through an on-call schedule providing 24/7 clinical and technical phone support.

Builds upon existing contact database for all new customers and prospects. Assists in the development of clinical, sales, and marketing literature and training programs.

Participates in trade show exhibits, lectures, and demonstrations to attract new customers.

Provides feedback from customers and clinical sites to engineering and quality departments.

Assists in developing sales plan. Performs routine sales calls to customer sites as needed.

Prepares activity reports and action plans as directed.

### **Position Requirements:**

Minimum of five years work experience in a hospital environment (Cardiac Cath Lab, Perfusion, Cardiovascular ICU/Critical Care, etc). Sales experience in the medical device industry is desired.

Bachelor's degree required; advanced degree (CCP or RN) preferred.

Comprehensive understanding of cardiac anatomy and physiology and hemodynamics; good knowledge of cardiac support systems

Strong knowledge of cardiac cath lab, surgery, CVICU critical care skills, and hospital operations..

Ability to identify key decision makers at each account and to develop business relationships

Ability to seamlessly interact with hospital staff at all levels of authority and responsibility

Capability in selling products to administrators and physicians in a hospital environment

Strong ability to troubleshoot, analyze, and assess an appropriate course of action in high stress situations

Excellent written and oral communications skills

Demonstrated experience in case support and technical/clinical assistance to cardiologists/cardiac surgeons